

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS- Baltimore USEAC

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“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



April 2006 NEWSLETTER

Edited by Jason Brown

Telecommunications: A Core Industry for China

As one of China's core industries, the telecom industry has experienced double-digit growth for the past decade. It is estimated that China's IT industry will account for about 10% of total GDP by 2010.

China owns the world's largest fixed-line and mobile networks in terms of both network capacity and number of subscribers. China's Ministry of Information Industry (MII) statistics show that China's six licensed telecom carriers invested \$25 billion in 2005, helping them increase fixed-line and mobile subscribers to a total of 743 million at the end of 2005, with 53% wireless telephone users, and 47% fixed-line telephone users. By 2010, total fixed-line and mobile subscribers are expected to reach 1 billion, and fixed-line service is expected for rural China by the end of 2010.

China's Internet sector is also growing at a phenomenal rate. At the end of 2005, the number of Internet users reached 111 million and broadband Internet connection has become the primary access mode. By 2010, the number of Internet users is expected to reach 200 million. Online gaming users reached 26.34 million in 2005, a 30.1% from 2004. Also, individual e-commerce transactions reached \$1.6 billion in 2005, a 280% increase from 2004.

China's telecom market is going through a number of changes. Part of this can be attributed to China's improved telecom equipment manufacturing capabilities and the growing number of telecom joint ventures in China. Although total U.S. telecom imports declined from 2004 to 2005, the telecom service industry should provide new opportunities.

Best Prospects for U.S. Exporters

Preparations for the 2008 Olympic games in Beijing and World Expo 2010 in Shanghai are providing growing opportunities for U.S. telecom service companies. The Beijing Olympics Hot Sheet provides details of these opportunities for U.S. exporters. U.S. companies can subscribe at the U.S. Commercial Service's website www.buyusa.gov/china/en/hotsheets.html.

The best export opportunities for U.S. technology companies are in mobile communications, with a focus on network expansion and optimization, next generation networks (NGN), broadband, multiple service platforms, and wireless and wire-line based new value-added services. This includes online China's Telecom Service Industry and mobile gaming, wireless LAN, public safety systems, multimedia communications, telecom and testing equipment for 3G network deployment.

Commercial News USA: Sell Your Products & Services in China

Simply put, China is buying. If you're ready, China's growing economy presents a tremendous opportunity for U.S. exporters. The country is in the midst of a massive upgrade of its infrastructure and is focused on building a manufacturing equipment and technology base. There is also strong demand from Chinese companies as well as from the central government and multilateral financial institutions. Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is helping U.S. companies do business in China. Commercial News USA is planning two Chinese language editions in 2006:

- July-August 2006
- November-December 2006

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That means advertisers will reach more than 10,000 Chinese readers in addition to the 400,000 readers covered by the English language edition of the magazine. Advertisers in Commercial News USA also will have their Chinese language ads included in the U.S. Exporters Directory on the magazine's Web site at www.export.gov/cnusa

Commercial News USA has a strong circulation in China. The magazine is regularly disseminated to Chinese companies via our Commercial Services offices in Beijing, Shanghai, Shenyang, Chengdu, Guangzhou and Hong Kong.

Agents are commonly used by U.S. companies entering the Chinese market. Commercial News USA is distributed throughout China to pre-qualified prospects. In addition to reaching buyers in China, Commercial News USA advertisers reach business decision makers in 145 countries worldwide.

Commercial News USA is a proven tool for helping American exporters develop new markets.

Deadlines

July-August 2006

Space Reservations: May 5th

Materials: May 12th

November-December 2006

Space Reservations: September 8th

Materials: September 15th

REGISTRATION OPEN!



**May 18-19, 2006
Washington, DC**

With China's accession to the WTO in 2001, the fastest-growing economy in the world offers abundant opportunities to corporations and businesses of all sizes in the West. China is predicted to become the world's second largest economic power by the year 2030.

Education is the crucial first step on your journey toward success in developing business relationships with China.

This is a premier conference for American business people serious about the potential of developing the market in China. These conferences will provide you the tools, marketing intelligence and resources you need to thrive in China, from Shanghai to Hong Kong.

No other China business event offers the range of exciting content, speakers, panels and learning opportunities that you'll find at **CHINA: RISK, REWARD AND HOW-TO-WIN. REGISTER AT** <http://www.buyusa.gov/chinabizconference/>

Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

THURSDAY, MAY 18

8:30 – 9:00 Opening Remarks

9:15 – 10:45 Breakout Session # 1

- China's Business Regions: Hong Kong, Shanghai and Beijing
- Protecting your Intellectual Property Rights
- Market Prospects for Medical & Biotech
- International Growth: Successful Strategies for CEOs

11:00 – 12:30pm Breakout Session # 2

- Developing a Strategic Plan for China
- Getting Your ROI Out of China: Avoiding Common Financial Pitfalls
- Market Prospects for Technology, Software, & Telecom
- The Regulatory Environment for Medical Devices and Diagnostic Equipment

12:30 – 1:45 Luncheon & Keynote Speaker

**AMBASSADOR ZHOU WENZHONG
PEOPLES REPUBLIC OF CHINA**

**FRANKLIN L. LAVIN
UNDER SECRETARY FOR INTERNATIONAL TRADE
U.S. DEPARTMENT OF COMMERCE**

2:00 – 3:30 Breakout Session #3

- Know Your Customer: Selling to the Chinese

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- China's Compliance Standards & Import Laws
- Market Prospects for Architecture, Construction and Engineering
- Supply Chain Management

3:45 – 5:00 Executive Panel
China: The Big Picture

5:00 – 7:00 pm Reception

FRIDAY MAY, 19

9:00am – 12:00pm One-on-one counseling

Partners and Supporting Organizations



BAKER & DANIELS LLP



Feature Your Company on U.S. Commercial Service Websites

Looking for sales leads or potential sales representatives in (see countries here <http://www.buyusa.gov/home/fuse.html>)?

Selected U.S. Commercial Service offices in these countries are now offering a listing on their local websites, which target in-country importers and commercial buyers.

For as little as \$25 USD you can reach 5 different markets. If the local language of business is other than English, they will even translate a description of the

product or service (at additional cost) for which you are seeking representation, distribution or sales prospects.

This description, along with an image of your choosing, will be added to each office's on-line directory of U.S. exporters. Interested foreign importers will reply to our overseas offices. After confirming the importer's interest and contact information, we will forward the trade inquiry to you. In FY2005 alone, there were **71** export successes (totaling \$6,023,276 USD) based on FUSE listings.

For more information, contact the Baltimore USEAC at (410) 962-4539.

Market of the Month: Vietnam

Market Overview

Vietnam no longer fits the American stereotype. It is one of the most dynamic markets in the world. Envisioning Vietnam as a land full of conical hats, emerald green rice paddies, and women in ao dais biking along a dusty street is an antiquated image. Ho Chi Minh City, Hanoi, and Danang are burgeoning into cosmopolitan cities that are bustling with small businesses and tourists.

Vietnam at a Glance

- ☆ The economy continues to grow steadily at around 8%
- ☆ 60% of the population is below 30, creating a large and dynamic labor force and a growing consumer market
- ☆ U.S.-Vietnam bilateral trade was ignited by the implementation of a comprehensive Bilateral Trade Agreement in 2001. U.S. exports to Vietnam have tripled and the U.S. has become Vietnam's No. 1 export market.

Vietnam presently offers a strong combination of rapid growth, social stability, and an excellent demographic profile that is fueling industrial production and consumer demand. The country is undergoing a remarkable transition from a planned economy to a market economy, following a similar path to China. Since the implementation of the Bilateral Trade Agreement in 2001, two-way trade has grown by a factor of ten.

After a 20-year break in diplomatic ties, President Clinton removed the trade embargo on Vietnam and normal diplomatic ties were established on July 11, 1995. In December 2001, the U.S.-Vietnam Bilateral Trade Agreement came into effect. Tariff reductions and removal of market barriers have created new opportunities for U.S. trade and investment. Currently, the U.S. is one of the top investors in Vietnam, whether it be direct or via a third-country. Moreover, the U.S. remains the main destination for Vietnamese exporters.

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Despite the diplomatic hiatus and misperceptions created from the Vietnam War, Americans and American products and service providers are very well received in Vietnam. There is a large influx of U.S. tourists and more than one million Americans born in Vietnam. Consequently, Vietnamese are becoming more familiar with and welcoming to American culture and customs. The partnership between these two nations is easy and natural.

Vietnam – The Next Frontier!

Opportunities for trade within Vietnam are staggering! U.S. exporters can target a high number of consumers. Poverty reduction, the continual rise in per capita income, the large amount of domestic savings, and the flourishing number of small businesses are creating a strong domestic demand for imports. In addition, upcoming projects will make exporting to Vietnam that much easier, such as the construction of a major new international airport in Ho Chi Minh City (Saigon), a new deep water seaport near Vung Tau, and a planned express Customs' line for qualified U.S. products.

Like China, the Communist Party is enacting open market reforms that include greater transparency of laws and regulations. Political leaders are permitting an entrepreneurial culture that is more responsive to the needs of private businesses. These reforms are fueling one of the fastest growing economies in the world, maintaining real GDP growth at around 8%.

Furthermore, Vietnam is well endowed with natural resources, enterprising people, and a favorable geographic location- bordering China and close to the main regional commercial hubs in Bangkok and Singapore. Venture capital is now beginning to flow into Vietnam, including funds

specializing in high-tech enterprises. In February of this year, for example, Intel received a license to invest \$600 million in a semiconductor assembly and test manufacturing facility in Ho Chi Minh City, choosing Vietnam over both India and China for its latest factory base. In fact, many foreign investors now see Vietnam as a cost-effective hedge to China.

Vietnam's remarkable momentum in economic development will only continue with its accession to the WTO, which is expected to occur by the end of this year or early next year. WTO membership will pave the way for the establishment of permanent normal trade relations (PNTR) by the U.S. Congress and lay a solid

foundation for increased bilateral trade and investment. Vietnam's leadership has made it clear that they are fully committed to undertaking the necessary reforms required by WTO and to following international standards and norms.

2006 is the year for Vietnam to make a major splash on the world's business stage. Apart from its anticipated WTO membership, Vietnam will host the annual APEC summit in Hanoi this November.

Best Prospects For U.S. Exporters (Click on the sector for more information)

1. [Power Generation, Transmission and Distribution](#)
2. [Telecommunications Equipment and Services](#)
3. [Oil and Gas Machinery and Services](#)
4. [Computer Hardware and Software Services](#)
5. [Airport and Ground Support Equipment](#)
6. [Environmental Technologies –Pollution Control Equipment](#)
7. [Packaging Equipment](#)
8. [Medical Equipment](#)
9. [Safety and Security Equipment](#)
10. [Education and Training](#)
11. [Franchising](#)

To learn more about the opportunities that await your business in Vietnam, please contact an Export Assistance Center near you. For information about trade events to Vietnam, click the following link:
http://www.buyusa.gov/vietnam/en/asianow_0406_vietnam_mom.html

Business Seminar: Opportunities in Poland

Date: April 27, 2006

Time: 8:30 a.m. to 11:30 a.m.
(continental breakfast and lunch)

Place: Morgan Stanley
250 West Pratt Street
14th Floor, Baltimore

Price: \$25 per person



Access one of the world's dynamic markets – and the economic powerhouse of Eastern Europe – with a LIVE Webinar presentation by U.S. commercial officers from Warsaw, Poland, and with special guest speakers from the Economic & Commercial section of the Embassy of the Republic of Poland in Washington, D.C.

VIRTUAL ATTENDANCE OPTION:

Want to attend, but can't travel to the event? Participate virtually through the internet and phone. Watch, listen,



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and interact with the same presentations as those attending in-person.

Baltimore USEAC, at jtownsend@mail.doc.gov or Tel: 410-962-4518.

You may register online

<http://www.buyusa.gov/baltimore/poland.html>

or contact: Jolanta Coffey at 410-962-4578

e-mail: Jolanta.Coffey@mail.doc.gov

Sponsored by:



*Economic & Commercial
Section of the
Embassy of the Republic of Poland
in Washington, D.C.*

New European Duties Begin May 16th!

The European Union will implement sanctions against US products beginning on May 16th. The countermeasures include an additional customs duty of 14% on a variety of US goods - even if previously exempt from duties.

There will not be a gradual increase of these additional duties but rather, an immediate implementation of the full rate. US products in transit or in customs warehouses at the date of enforcement are potentially exempt from the duties depending on the day they are registered with the relevant national customs authority.

Generally, affected products include agricultural items, textiles, industrial products, electronic products, paper products, and steel but the full list of product codes can be found in the Annex of the Council Regulation. The affected products have changed since the 2003 Regulation so please be sure to refer to Regulation 171/2005.

If you have any questions about these duties, please contact Alexander Amdur of the Baltimore USEAC at Alexander.Amdur@mail.doc.gov or (410) 962-4539 x108.

Meet with Abu Dhabi, UAE Senior Commercial Specialist May 11 and 12

On May 11 & 12, 2006, Alex G. Khochafian, Sr. Commercial Specialist at the U.S. Embassy Abu Dhabi in United Arab Emirates will be in Baltimore to meet with interested exporters clients. His primary sectors are power, energy, defense, security, aviation, infrastructure, engineering and construction. If you would like to meet with Mr. Khochafian, please contact Jeanne Townsend,

Business Service Provider Spotlight

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is the "Business Consulting" category. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>

Banking and Finance



Financial Institution with full international servicing capacity. Provides medium term financing to foreign buyers of capital goods (incl. Export Import Bank financing), short term working capital and trade services such as letters of credit, documentary collections and foreign exchange to exporters and importers in the U.S.

Contact: PETER SENICA, VICE-PRESIDENT
25 S. Charles Street
12th Floor
Baltimore, Maryland 21202
Phone: 410-244-4787
Email: psenica@mandtbank.com
Web: <http://www.mandtbank.com>

If your company also offers business services to Maryland companies actively expanding their international sales, then we invite you to apply to be listed. Doing so will enable you to reach thousands of exporters who visit the Baltimore BuyUSA.gov website.

The benefits of the on-line directory listing include:

- Detailed company/organization description with logo and contact information
- Link to your corporate website
- On-line promotion for one full year
- Linkage to U.S. exporters

For more information and application instructions, please follow this link to the Baltimore U.S. Export Assistance Center website:

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<http://www.BuyUSA.gov/baltimore/bspinformation.html>

Mexican Government Agricultural Inspection authorities will give an overview of the export procedures for shipping agricultural products to Mexico including documentation requirements for various product categories and a review some of the most common procedural errors.

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

International Insight Series -- Presidents Forum

April 20, 2006

Baltimore, Maryland

Contact: Ashlee Thomson, WTCI, ashlee@wtci.org or 410-576-0022 x104

How do you increase sales 4-fold in less than 10 years? Hear directly from ARINC CEO John Belcher how the company grew sales from \$250 Million to nearly \$1 Billion in less than 10 years! Belcher will explain how ARINC has been effective in expanding business in local markets around the world including Europe, China, Thailand, Korea, Japan, Taiwan and more.

How do you successfully penetrate markets across the globe? ARINC VP of Aviation Solutions, Steve Means will share specific technology areas that ARINC launched in the U.S. and were able to sell successfully internationally.

What are the issues when communication and technology companies try to enter international markets? Bruce Henoch and Bill Askinazi, both of Shulman Rogers, will share their insights.

Presented by WTCI, Shulman, Rogers, Gandal, Ecker & Pordy, P.A., CapStar Realty and McNeil Multilingual

Export Documentation and Procedures for Shipping Agricultural Products to Mexico

Thursday April 20, 2006 at 12pm

Register at:

https://www.buyusa.gov/mexico/en/sharing_more_than_a_border.html

In order to strengthen your business relations with Mexican companies, **U.S. Commercial Service Mexico** is presenting a free monthly WebEx (web seminars) program introducing the Mexican commercial, legal and cultural climate for American companies looking to enter or increase their presence in this dynamic and growing market.

During the session Daniel Martinez, Director of the U.S. Agricultural Trade Office in Monterrey, accompanied by Trade Policy Specialist Eduardo Lozano, Jesús Velásquez, General Manager for Palos Garza Forwarding and Evier G. Peña, General Manager for PG Servicios de Logística, and

Financing Private and Public Sector Infrastructure Projects

April 20-21, 2006

Washington, DC

Contact: Barbara White barbara.white@mail.doc.gov or (202) 623-3822; Brian McCleary on (202) 623-1179

This event will concentrate on the IDB group's challenges to use private and public sector programs to support infrastructure projects in Latin America and the Caribbean. IDB specialists will describe a variety of operations being financed by the Bank in sectors such as energy, transportation, water and sanitation and urban development. In addition, private sector financing by the Private Sector Department (PRI), the Inter-American Investment Corporation (IIC) and the Multilateral Investment Fund (MIF) will be discussed. This information should be of considerable interest for potential project sponsors, providers of goods or services, and those engaged in advising clients on raising capital.

Any firm interested in doing business in Latin America and the Caribbean through IDB funded projects. Companies dealing with infrastructure projects, civil engineers, manufacturers looking to establish joint ventures, representatives of commercial and investment banks, insurance companies, law firms, independent consultants, and consultants from think tanks, and other institutions and companies interested in expanding their markets overseas.

This is an excellent opportunity to hear experts in the field and learn about specific case studies of successful IDB infrastructure projects in Latin America and the Caribbean. In addition, this represents a unique networking opportunity, not only with Bank staff involved in projects, but also with representatives from other firms and institutions attending the seminar. This seminar is full of information. For detailed information on the Bank and its activities, please go to <http://www.iadb.org>.

A Taste of Brazil and Volvo International

April 26, 2006

Baltimore, MD

Contact: Ashlee Thomson, WTCI, ashlee@wtci.org or 410-576-0022 x104

Join the World Trade Center Institute and the Embassy of Brazil at the Volvo Ocean Race celebration in Baltimore's Inner Harbor.

- Hear first hand experience of doing business in Brazil!

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- Meet and mingle with Brazil inbound business leaders, reps from the Embassy of Brazil, the Volvo/Brazil team and other WTCI members!
- Tour a Volvo Ocean Race competitor – Brazil!!
- Enjoy appetizers, beverages and music from Brazil!

Speakers include: Maryland Port Administration Executive Director Brooks Royster, Laureate Education Inc. SVP Laureate International Univ Augusto Failde, The Terminal Corporation Chairman Jock Menzies and the Embassy of Brazil.

Business Opportunities in Poland

April 27, 2006

8:30 a.m. to 11:30 a.m. (continental breakfast and lunch)

Baltimore, MD or Webinar

Cost: \$25 per person

Contact: Jolanta Coffey, Baltimore USEAC,
Jolanta.Coffey@mail.doc.gov or 410-962-4539



Access one of the world's dynamic markets – and the economic powerhouse of Eastern Europe – with a LIVE Webinar presentation by U.S. commercial officers from Warsaw, Poland, and with special guest speakers from the Economic & Commercial section of the Embassy of the Republic of Poland in Washington, D.C.



Volvo Ocean Race Brazil VIP Reception

April 28, 2006

Ram's Head Live!, Baltimore, Maryland

For more information, visit:

<http://www.sos.state.md.us/International/GraelInviteResponse.pdf>

The Secretary of State of Maryland and the Maryland - Rio Sister State Committee invite you to Ram's Head Live! for a VIP reception to meet the crew of Brazil I and other dignitaries during the Maryland stop of the Volvo Ocean Race. Come enjoy an evening of a live Samba show and music from a 12 piece band, and delicious food. All proceeds to benefit the Grael Project, a world-renowned sailing school for the children of Rio de Janeiro.

15th Biennial World Congress on Information Technology

May 1-5, 2006

Austin, Texas

For more information visit: <http://www.wcit2006.org>

The 15th Biennial World Congress on Information Technology (WCIT) will be a dynamic gathering of an

estimated 2,000 global IT leaders from business, government and academia. Delegates will include cabinet-level executives, heads of state, ministers of IT, top academics and world-renowned scientists. Delegates will come prepared to discuss IT policy issues, direct the future of technology, and to drive both economic and revenue decisions for their respective organizations.

Food Marketing Institute's Supermarket Convention & Educational Exposition and Reverse Trade Missions from Chile and Korea

May 7-9, 2006

Chicago, Illinois

Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

The Food Marketing Institute's Supermarket Convention & Educational Exposition is the largest, most comprehensive event of its kind in the world. It is the premier show for supermarket retailers and wholesalers now offering 5 shows in one location (The FMI Show, Fancy Food Show, U.S. Food Export Showcase, United Produce Expo and Conference, and All Things Organic), over 1000 exhibitors, targeted educational sessions, group incentives, and a worldwide audience. The International Trade Center (ITC) also offers a wide array of services to make it as easy as possible for international attendees to exchange information with their peers and meet with U.S. suppliers to discuss import/export opportunities.

The Southern U.S. Trade Association (SUSTA) will host reverse trade missions from Chile and Korea to the FMI Show in Chicago, May 7-9, 2006. SUSTA will bring qualified Chilean and Korean buyers to the United States to meet with suppliers, and the Korean buyers will visit two states in the SUSTA region to meet companies. In Chile, the U.S.-Chile Free Trade Agreement has prompted interest in U.S. products and opened opportunities for previously prohibited products, such as red meat, certain fresh fruits, and dairy products. The following imports are in demand in Chile: snack foods, including high energy nutritional snacks for sports; frozen prepared dinner entrees and frozen bread products; dairy products, fresh and frozen, such as yogurt and specialty drinks; processed meats, sardines and tuna; dietetic snacks and candies; baked goods and mixes; sweets, gums and chocolates; and specialty pet foods (other than dry dog food).

For more detailed information about FMI 2006 and other FMI events the official website can be seen below:

<http://www.fmishow.org>

China: Risk, Reward and How to Win!

May 18-19, 2006

Washington, DC

Contact: Contact Bryan Larson, Baltimore USEAC, at 410-962-6896 or Bryan.Larson@mail.doc.gov or register online at <http://www.buyusa.gov/chinabizconference/>

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This conference will provide you the tools, marketing intelligence and resources you need to thrive in China, from Beijing to Hong Kong. No other China business event offers the range of exciting content, speakers, panels and learning opportunities. Featured speakers include top U.S. and Chinese Government officials, private sector executives, and business association representatives. In addition, several U.S. Commercial Service officers and staff from our posts throughout China and China specialists from the U.S. Department of Commerce will provide one-on-one business counseling.

Breakfast Briefing

Thursday, May 4, 2006

Baltimore, MD

For more information and to RSVP, contact: Eta Kushner, ekushner@MarylandIsrael.org or 410-767-0695

This event will feature Yaacov Fisher, a leading Israeli economist who will speak about "Trends in Israel's High Tech and Investment Sectors in Light of the Recent Election." We are starting a new feature at this meeting to spotlight Israeli companies with offices in Maryland. Two companies, MLOM in College Park and Avi Goldstein of Storewiz will give brief overviews of their company and its activities in the state. Please save the date. More details will follow.

Commercial Specialist from Abu Dhabi in Baltimore!

May 11-12, 2006

Baltimore, MD

Contact: Jeanne Townsend, Jeanne.Townsend@mail.doc.gov or (410) 962-4518

Alex G. Khochafian, Sr. Commercial Specialist at the U.S. Embassy Abu Dhabi in United Arab Emirates will be in Baltimore to meet with our clients. His primary sectors are power, energy, defense, security, aviation, infrastructure, engineering and construction.

The International Franchise Expo

June 2-4, 2006

Washington, DC – Washington Convention Center

For more information visit: www.franchiseexpo.com

The IFE presents attendees with a wide variety of seminars on all aspects of franchising, some of which are targeted specifically for international attendees. Many are provided free as part of the cost of admission and others, which are in-depth seminars are accompanied by comprehensive course

materials require registration and a fee. MFV Expo, the show organizer, is offering a 50 percent discount on the pre-registration for the in-depth seminars.

International

Food Expo 2006

May 2006

Kazakhstan

For additional information Contact: Alexander Amdur, Baltimore USEAC, at 410-962-4539 or Alexander.Amdur@mail.doc.gov

Food Expo 2006 is the largest and most internationally focused food and agro industry event in Central Asia. This trade show is co-located with Consumer Expo 2006, a significant regional event in Kazakhstan's consumer goods sector. As the government of Kazakhstan moves to promote diversification of its economy into the non-oil sector, and interest by its citizens in foreign food products increases, U.S. suppliers will find a growing market for their technologies and products. U.S. Commercial Service in Almaty will host a product literature center, at this trade show, which will offer U.S. companies a low-cost, yet effective, opportunity to explore Kazakhstan's market for imported food products. Besides staffing the booth and receiving and passing on, qualified inquiries on behalf of U.S. clients, the U.S. Commercial Service in Almaty also will translate participants' product information summaries into Russian. After the event, participants will receive reports on qualified trade leads and useful market insights.

EducationUSA 2006

May 2, 4, 5, and 8, 2006

Lima, Peru

Santiago, Valparaiso, Concepción, Chile

Contact: Maya Dafinova (56-2) 677-7157

The event is the only *EducationUSA* circuit in Latin America, covering the four major cities in two countries that boast the highest concentration of potential students – Lima (Perú) **Santiago, Valparaíso/Viña del Mar, and Concepción (Chile)**. For a nominal fee, it provides you with a great opportunity to make a head start on your recruiting at a time when South American students are most alert to events of this nature. While you certainly can send any representative of your choosing to attend your stand, **should you decide to participate but cannot attend in person, we will contract and train local alumni and/or staff to work as your representative at the fair.** This will mean considerable savings to you in terms of airfare, hotel and meal costs. We will also assume the cost of hiring the local representatives. This is an exclusive offer that we are able to extend to you as EducationUSA Advising Centers. We are proud to announce that our Fair sponsors are the US State Department (Educational Information and Resources Branch), the US Embassies in Chile and Peru, the Chilean Ministry of Education, the Fulbright Commission, the American Chamber of Commerce, and other governmental agencies.

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ExpoComm

May 10 – 13, 2006

Seoul, Korea

Contact: Karen Leon, International Marketing Manager at:
leon@ejkevents.com or 301-493-5500 ext. 3381

This is a last call to participate in this event! If your company is planning to be an exhibitor at this event, you need to sign up now to be listed in the Show Guide. Deadline is Friday, April 14, 2006.

EXPO COMM KOREA is the largest and most successful International Exhibition and Conference for Communications, Wireless / Broadband and Internet Technology in Korea. For the 11th time, E.J. Krause & Associates, Inc., together with KAIT, will conduct **EXPO COMM KOREA** from May 10 - 13, 2006, at COEX in Seoul, South Korea.

Approximately **850 exhibitors** will be displaying their latest products and services in this year's event. More than 70,000 trade visitors from Russia and the CIS will be expected.

Meet the South Korea leaders in the industry:

Samsung, LG, Iskrateling, SKI, KTF and Pantech

All events offer a prime opportunity to increase customer relations and to acquire new clients.

Rebuild Iraq 2006

Certified Trade Fair

May 8-11, 2006

Amman, Jordan

Contact: Alexander Amdur, Baltimore USEAC, at
Alexander.Amdur@mail.doc.gov

The third annual Rebuild Iraq 2006 will bring together buyers, manufacturers, suppliers, contractors and specifiers, giving them direct access to decision makers, project directors, government officials and a variety of people who are involved in the economic rebirth of Iraq. This will be an opportunity to evaluate first hand the trade and investment opportunities that Iraq has to offer. Prime U.S., British and other international contractors and regional subcontractors -- who are the leading buyers in Middle East markets -- will attend.

Libya Build 2006

May 8-11, 2006

Tripoli, Libya – Tripoli International Fair

Contact: Alexander Amdur, Alexander.Amdur@mail.doc.gov

Libya is attempting to become the “gateway to African trade”, according to the U.S. Commercial Service in Tripoli, Libya, and offers U.S. companies a prime location to centralize product distribution throughout Africa. LIBYA BUILD 2006 offers U.S. companies an excellent opportunity to promote the latest in building products and services in a market that is set for growth.

With this in mind, the U.S. Commercial Service of the U.S. Department of Commerce has granted LIBYA BUILD 2006

its Trade Fair Certification status, supporting a U.S. Pavilion for export oriented companies of all sizes. Trade Fair Certification assures the LIBYA BUILD 2006 exhibition of U.S. Commercial Service support in Libya. Companies exhibiting in the U.S. Pavilion have an excellent venue to establish or expand overseas distribution, generate sales leads, meet with existing clients, and work with Commerce trade experts to find the right buyers and partners.

SVIAZ/EXPO COMM Moscow 2006

May 10-13, 2006

Moscow, Russia

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4539 or Bryan.Larson@mail.doc.gov

More than 72,000 attendees visited the 872 exhibiting companies from 33 countries during SVIAZ/EXPO COMM MOSCOW 2005. These individuals included manufacturers from the CIS and Baltic States showcasing their latest technologies and products in the fields of telecommunications, networking, wireless technologies, Internet, satellite, computers and peripherals, broadcasting and electronics on nearly 26,000 square meters of show floor at SVIAZ/EXPO COMM MOSCOW. In 2006, with the addition of the new USA Pavilion, you will have an even greater opportunity to exhibit your U.S. telecommunications and IT products.

The 3rd International Rebuild Iraq Exhibition

May 8-11, 2006

Amman, Iraq

Contact: Jessica.Batshone@mail.doc.gov

The 3rd International Rebuild Iraq Exhibition to be held at the International Exhibition Center (Abdali Urban Regeneration Project) in Amman is certified by the U.S. Department of Commerce and supported by over 50 Government and Trade Organizations. The Prime Minister of Jordan is serving as patron of the event.

It is not too late to reserve your booth in U.S. Pavilion if you rush! If you simply cannot make it to Amman this year, send up to 50 sets of your literature to:
Commercial Section "Rebuild", U.S. Embassy, Amman 11118 Jordan. (Until April 15 by Express Courier)

For a \$400 fee, our staff will display your materials at our U.S. Commercial Service booth, solicit statements of interest from Exhibition Visitors, and provide you with an annotated list of interested firms by the 25th of May for your evaluation and follow-up with our assistance.

U.S. Business Investment and Trade Mission to the Baltic States

May 22-23, 2006

Riga, Latvia

The “U.S.-Baltic Business Forum” will provide American business leaders an exclusive opportunity to gain a first-hand introduction to this fast growing and business-friendly region,

Maryland Global Express

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and **develop personal contacts** with the region's leading government and business leaders. The Forum agenda begins with a conference in Riga, Latvia, followed by networking sessions with more focused industry-specific topics, and on-site visits by choice in Latvia, Estonia and Lithuania to industrial and commercial points of interest. The aim is to **reveal the advantages** of doing business in or from the Baltic States. More details about this Forum and on-line registration for the event are available at www.usabalticinvestment.com.

The Baltic States represent for U.S. business a new, dynamic and profit table location for doing business within the EU common market, and a direct and secure point of entry for accessing the CIS markets, with Russia and Ukraine being the nearest ones.

China Elecomm 2006

May 23-26, 2006

Shanghai, China

For more information visit: <http://www.eleptchina.com>.

The U.S. Commercial Service is pleased to invite American Information and Communications Technology (ICT) suppliers to participate in the U.S. pavilion at CHINA ELECOMM 2006. The 2006 show, with a track record of 13 years, is one of the most established events of its kind in Asia, showcasing an extensive array of companies dealing in telecommunication technologies, services, etc. We believe that the Chinese ICT market holds great promise for U.S. exporters. The best export opportunities for U.S. technology companies are in mobile communications, with a focus on network expansion and optimization, next generation networks (NGN), broadband, multiple service platforms, and wireless and wire-line based new value-added services.

BioMed Israel 2006

May 29-31, 2006

Contact: Yael Torres, yael.torres@mail.doc.gov or 972-3-510-7611

For more information, visit:

http://www.kenes.com/biomed/con_tt.asp

<http://www.kenes.com/biomed/exhibitors.asp>

BioMed provides a platform for researchers and companies to showcase their latest technology and to meet with potential partners and investors from Israel and abroad. The Israeli Life Science Industry is young and exuberant. Of the existing 557 companies approximately 175 are at the seed stage, 65 companies are at the preclinical stage and 93 are at the clinical stage, making Israel the ideal place for strategic collaboration and commercial opportunities.

Representatives of U.S. bio and medical technology firms that are looking to partner with or invest in a new technology; venture capital and angel funds, researchers from the academia and managers of technology funds.

Who Should Participate in the U.S. Product Literature Pavilion?

1. Manufacturers and exporters of scientific products used in life science research & development.
2. Manufacturers of equipment and industrial components that serve the medical industry.
3. Companies with products and services in the following fields that are of professional interest to the conference attendees:

- Gene therapy, vaccines
- Computer aided drug discovery & bioinformatics, including functional genomics
- Nano biotechnology & bioelectronics
- Bio products, development and enabling technologies
- Laboratory equipment and instruments
- Financial services for the industry
- Technical services for the industry

Building 2006

June 5-8, 2006

Tel Aviv, Israel

For more information visit:

<http://www.buyusa.gov/israel/en/buildingshow.html>

Contact: CS, Alan Wielunski, alan.wielunski@mail.doc.gov

If you are a U.S. manufacturer or exporter of Building Materials, or if you officially represent an American exporter, the U.S. Commercial Service at the American Embassy in Tel Aviv has an interesting opportunity for you. We are organizing a catalog show for U.S. exporters at Building 2006, June 5-8, 2006, at the Tel Aviv Fairgrounds. This is an extremely low-cost, yet effective way for you to evaluate interest in your product or service in Israel.

Exposalud 2006

June 15-17, 2006

Santiago, Chile

For further information visit: www.exposalud.cl

Contact: Jeanne Townsend, Jeanne.Townsend@mail.doc.gov

Exhibition is targeted to suppliers of technology, machinery, equipment, products and services for the health professionals, government agencies, scientific societies, guild associations, clinics, hospitals, universities, research centers, publications, support services to the healthcare sector, health engineering, rehabilitation centers, homecare and hospital care.

This fair brings together doctors, surgeons, nurses, paramedics, dentists, laboratory technicians, health managers, hospital clerks, public sector officials, academics and medicine students. Among products exhibited there will be medical instruments and equipment including diagnosis, therapeutics, rehabilitation and institutional products; for patient comfort products, nursing, medications and nutritional supplies. During Exposalud 2006 a variety of scientific and cultural activities will take place.

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Study USA 2006 Fair

June 21, 22, and 25, 2006

Tel Aviv Fairground, Israel

For more information visit:

<http://www.buyusa.gov/israel/en/studyusa.html>

Contact: CS Alan Wielunski, alan.wielunski@mail.doc.gov

The U.S. Commercial Service at the American Embassy in Israel is organizing a "Study USA" Fair this coming June 21, 22 and 25, 2006 at the Tel Aviv Fairgrounds. The event is being organized in conjunction with the Israel Studies Exhibition, which attracts a captive audience of 28,000 prospective students!

Did you know that there are more students studying in the United States from Israel than any other country in the Middle East – more than the UAE and Egypt! Israeli students represent a distinct opportunity for accredited American post-secondary educational institutions. In 2004-5 there were 3,500 Israeli students studying in the United States and in 2005 more than 25,000 Israelis requested information about studying in the United States.

SPORTING GOODS ISPO - Summer 2006

July 16-18, 2006

Munich, Germany

Contact: Amanda Ayvaz, Amanda.Ayvaz@mail.doc.gov or 202-482-0338 and Bernd Kietz, Bernd.Kietz@mail.doc.gov

For more information, visit: <http://www.ispo.com>

The U.S. Department of Commerce's Office of Consumer Goods, in conjunction with the U.S. Commercial Service in Munich, Germany, will sponsor a U.S. Product Literature/Sample Center at the ISPO Summer 2006 trade show, July 16-18, 2006, in Munich.

ISPO, as Europe's leading sporting goods show, is an excellent venue in which to pursue expanding your sporting goods business internationally, and the Commerce Department's Product Center is the right place within ISPO to gain high-quality, low-cost exposure for your American-made products.

ISPO's major product categories include all kinds of sporting equipment, apparel, accessories, and other sports-related products. The trade show's visitors consist of retail and wholesale sporting goods buyers from all over the world. U.S. sporting goods companies interested in gaining valuable exposure in Europe will not want to miss this opportunity. Foreign sales opportunities for U.S. sporting goods companies have been expanding, with U.S. sports equipment exports growing 5 percent in 2005 over the same period in 2004. ISPO, held annually, is an event with over 1,200 exhibitors with 2,500 name brand products and attracts more than 20,000 trade visitors. It has become recognized as a key event that fuels Europe's sporting goods market.

Germany is Europe's largest sporting goods equipment market and a very sports-minded country. There are no fewer than 86,000 clubs, with 26 million members, associated with the

"Deutscher Sportbund" (German Sports Federation). It is through the programs of these clubs, rather than school programs as in the United States, that the nation's elite athletes rise to the top.

Access Eastern Mediterranean (AEM) Program

To be launched on September 1, 2006

Egypt, Israel, Jordan, Lebanon, Morocco, Turkey and West Bank

For more details visit:

<http://www.buyusa.gov/easternmed/ict06.html>

The U.S. Commercial Service at the American Embassies wants to U.S. ICT companies to participate in the Access Eastern Mediterranean (AEM) program. The AEM is a good tool to explore sales opportunities in seven markets. Online registration is currently available.

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<http://www.buyusa.gov/baltimore>